

Message Text

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----- 111889

P 222251Z JAN 76
FM SECSTATE WASHDC
TO AMEMBASSY KUALA LUMPUR PRIORITY
AMEMBASSY MANILA

UNCLAS STATE 016578

E.O. 11652: NA

TAGS: BEXP, MY, RP

SUBJECT: TIMBER INDUSTRIES TRADE MISSION

REF: (A) KL0247; (B) STATE 012843

1. ADDITIONAL COMPANY BIO FOLLOWS: "EFURD MACHINE AND WELDING CO., INC., BOSSIER CITY, LOUISIANA. KEITH W. KIMMEL, PRESIDENT. EFURD MACHINE AND WELDING CO., INC. HAS MANUFACTURED MACHINERY USED IN THE WOOD PRESERVING INDUSTRY FOR NEARLY 30 YEARS. "EFURD-BUILT" EQUIPMENT, CARRYING THE "HURRICANE TRADE MARK", IS BEING SUCCESSFULLY USED THROUGHOUT THE WORLD BY MANY PRODUCERS OF PRESERVED WOOD. SOME TWENTY EMPLOYEES DEVOTE DETAILED ATTENTION TO THE CUSTOM FABRICATION OF THIS HIGHLY SPECIALIZED EQUIPMENT. THAT EFURD HAS NO SALES PEOPLE NOR AGENTS BESPEAKS THE FACT THAT PAST AND PRESENT USERS OF THESE MACHINES PROVIDE THE BEST POSSIBLE SALES LEADS. PARTICULAR ATTENTION TO THE SPECIFIC REQUIREMENTS OF THE CLIENT IS SHOWN. READY REPLACEMENT OF PARTS IS A SERVICE TRADE MARK OF THE COMPANY.

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MR. KIMMEL IS INTERESTED IN SELLING DIRECT TO WOOD PRESERV-

ING PLANTS." ALL AVAILABLE BIOS, INFO SHEETS, PARTICIPA-
TION AGREEMENTS, PHOTOS WERE AIRMAILED 1/16. BROCHURE
TEXTS FOR HUSKY, ELLISON, PROCTOR AND SCHWARTZ ENROUTE TO
USDOC AND WILL BE CABLED TO POSTS WITHIN FEW DAYS. MANILA

REQUESTED BEGIN PRINTING ARRANGEMENTS IMMEDIATELY AND NOT
REPEAT NOT WAIT FOR ARRIVAL OF PHOTOS IF, IN POST'S
OPINION, THIS WILL DELAY TIMELY DELIVERY OF BROCHURES.

2. SANBORN MACHINE CO. HAS DECIDED WITHDRAW PARTICIPATION
SUBJECT MISSION AND ALL PUBLICITY EFFORTS THEIR BEHALF
SHOULD BE IMMEDIATELY DISCONTINUED AND FIRMS, NAME SHOULD
BE DELETED FROM BROCHURE.

3. ADVANCE OFFICER LLOYD R. PORTER ITINERARY FOLLOWS:

2/3 LV. SAN FRANCISCO	1845	PA841
2/5 ARR. MANILA	0535	
2/9 LV. MANILA	1430	PR119
---ARR. DAVAO	1610	
2/12 LV. DAVAO	0810	PR114
--- ARR. MANILA	0950	
--- LV. MANILA	1415	SQ665
---ARR. SINGAPORE	1655	
--- LV. SINGAPORE	1930	MH654
--- ARR. KL	2015	
2/17 LV. KL	0630	MH601
--- ARR. SINGAPORE	0715	
--- LV. SINGAPORE	0945	MH681
--- ARR. KUCHING	1125	
2/18 LV. KUCHING	1050	MH253
--- ARR. MIRI	1220	
--- LV. MIRI	1730	MH245
--- ARR. KOTA KINABALU	1830	
2/20 LV. KK	0830	MH211
--- ARR. SANDAKAN	0920	
2/22 LV. SANDAKAN	0915	MH216
--- ARR. KK	1005	
--- LV. KK	1245	MH863

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--- ARR. MANILA	1425	
2/24 LV. MANILA	1040	NW006

LACK OF DAILY PLANE SERVICE TO KUCHING, KOTA KINABALU,
SANDAKAN PRECLUDED FOLLOWING CLOSELY KL'S RECOMMENDATIONS
PERIOD OF TIME PORTER SHOULD SPEND EACH MISSION STOP.
PLEASE ADVISE SOONEST IF ABOVE SCHEDULE DOES NOT PROVIDE
AMPLE TIME FOR COMPLETION AO DUTIES.

4. MANILA, KUALA LUMPUR EACH ALLOCATED 4,000 DOLLARS FOR MISSION EXPENSES, INCLUDING 2,200 DOLLARS HOSPITALITY LIMITATION WHICH CANNOT BE EXCEEDED. CHARGES APPLICABLE TO THESE FUNDS INCLUDE HIRING SECRETATIAL ASSISTANCE AS

NECESSARY, CAR RENTAL FOR GROUP TRAVEL WHEN NEEDED, RECEPTION COSTS, PRINTING, RENTAL OF SUITE AND BUSINESS INFORMATION CENTER (BIC), PUBLICITY COSTS, PHOTOS, EMBASSY STAFF TRAVE;L (KL ONLY), ETC. BUDGET AUTHORIZATIONS WILL BE HAND CARRIED BY AO. ROBINSON

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NNN

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To: KUALA LUMPUR MANILA
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